

02/24/93

11:57

R J REYNOLDS TOBACCO

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R J Reynolds

Tobacco Company

D. M. *[Signature]* 2/25/93T & D *[Signature]* 1/31/93S. R. M. *[Signature]* 1/1/93S. A. M. *[Signature]* 1/31/93

SENT VIA FAX

CC: ANN

LORI E. MacWILLIAMS
Chain Accounts Manager12325 Plaza Drive
Penna, OH 44130
216/676-0067
216/676-1878 (Fax)February 24, 1993
LEM-077-93

Mr. Gary Slaby
TRUCKSTOPS OF AMERICA
200 Public Square
BP Oil Building
Cleveland, OH 44114-2376

Re: N.C.C.L.P. (Formerly Golden Capital)
Ashland, VA Branch (RJR Acct. #565026)
Port Chester, NY Branch (RJR Acct. #564935)
Highway Introduction

Dear Gary:

As follow up to previous conversation with Jim Piscitelli and myself regarding the above wholesale branches of N.C.C.L.P., it will be necessary to reach a decision, No Later Than, March 15, 1993, relative to distribution of private label (low price category) cigarettes.

Unfortunately, we have been unsuccessful in securing *Highway* distribution in either branch due to perceived low movement through the retail Truckstops stores Newton supplies. As you are aware, Jim and I along with local RJR managers, have been in contact with Roger Morgan/Sales Manager and Al Hannan of N.C.C.L.P.

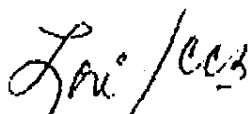
Please advise if you would like to consider distribution of "Monarch" or "Directors Choice" (N.C.C.L.P.'s in-house brand) for Truckstops locations supplied by the above Newton branches.

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Please do not hesitate to contact me should you have any questions.
I appreciate your attention to this matter.

Cordially,



Lori E. MacWilliams

LEM/ccs

P.S. - TOA #6: According to our sales representative, adequate counter/floor space is not available for Preferred Presence/Total Category Management displays. Please let me know if any counter changes are planned. Thank you.

bcc: J. M. Piscitelli (Sent Via Fax)
J. H. Casey (Sent Via Fax)
L. W. Cloe (Sent Via Fax)
L. S. Justo (Sent Via Fax)

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